ABSTRACT

A method and system for the negotiation of transportation contracts between shippers and carriers is implemented via a computer network – preferably the Internet. Through an Internet web site interface, a shipper can post a request for quotation ("RFQ"), soliciting bids for a

5   plurality of transportation lanes from approved carriers through an automated bidding and negotiation process. Carriers can then view the posted RFQ, identify the lanes they would like to bid on, and then can submit such bids through the web site interface. Once bidding has closed, through the same web site interface, the shipper can view all bids and award lanes to selected carriers. Finally, again using the web site interface, each carrier can view the awards that have

10 been made to it and choose whether or not to accept them.